

Virginia Charitable Gaming Commission



Annual Report *1997*

In compliance with Section 18.2-340.18 (9) of the Code of Virginia, the Virginia Charitable Gaming Commission submits herewith its annual report to the Governor and the General Assembly.

COMMISSION HIGHLIGHTS

- ❖ Statewide use of proceeds percentage increased from 2 - 3% to almost 11% since the Commission was formed in 1995.
- ❖ Audit and administration fee reduced retroactively from 2% to 1.25% in two steps.
- ❖ Operating surplus of \$1.1 million to be refunded to approximately 450 religious, educational, charitable and community organizations.
- ❖ Criminal convictions obtained in a \$1,000,000 fraud scheme.
- ❖ Treasury loan of \$1.1 million retired ahead of schedule.
- ❖ Forty-four town meetings and four public hearings conducted statewide to assist organizations.

A MESSAGE FROM THE COMMISSION CHAIRMAN

The Virginia Charitable Gaming Commission was created largely as a result of two widely publicized discoveries: (1) a massive multi-million dollar fraud and embezzlement operation was uncovered in the Richmond area and (2) just 2% of the more than \$225 million collected in charitable gaming was being contributed to charitable purposes.

It was evident that something new was required. Virginia's charitable gaming industry was at a cross-roads. In response, Virginia joined 37 other states in establishing statewide regulation of charitable gaming. At the very first meeting, I announced that the Commission had three central objectives: (1) restore integrity to charitable gaming and root out the criminal element preying on Virginia's games; (2) increase dramatically the amount of money going to charity; and (3) accomplish the first two objectives in the least burdensome, most efficient manner possible. I have also stated that if the Commission can not demonstrate it is accomplishing these objectives, then the General Assembly should consider whether there should be a state commission and the future of charitable gambling in Virginia.

This year, the Commission has taken several important strides:

First, the Commission successfully investigated and prosecuted the second largest bingo fraud in Virginia history. The case involved four individuals who diverted up to \$1 million from a little league in the Chesapeake area. Among the indicted and convicted was an out-of-state supplier. Felony and misdemeanor convictions were obtained. Others may well have been prosecuted but for Virginia's excessively forgiving one-year statute of limitations for the prosecution of certain crimes.

Second, the Commission has fielded and is following up on over 400 complaints of criminal and regulatory wrongdoing. Already, other individuals have been indicted across Virginia.

Third, the Commission completed detailed use of proceeds audits of more than 50 of Virginia's largest games, all grossing over one million dollars per year. Audits and other financial information revealed that the proceeds of charitable gambling reported as being used for charitable purposes has increased in the past year and a half from 2% to 10.9%. This information also demonstrated that there remain at least 40 organizations in Virginia with games grossing more than \$500,000 that contributed less than 6% for charitable purposes.

Fourth, the Commission obtained authority from the General Assembly to lower the audit fee below 2% as originally prescribed by statute. With this authority, the Commission has lowered the audit fee to 1.25% and is exploring the feasibility of lowering it further.

Fifth, the Commission took the unprecedented step of refunding approximately \$1.1 million in fees collected during the past year but not spent. This represents the first time in Virginia history that a state government or agency has refunded monies that had been saved. It reflects the Commission's willingness and commitment to control operating costs and operate in a fiscally responsible manner. This money is being refunded to Virginia's charities and they have been advised that all of the money is to be put to charitable purposes.

Sixth, the Commission substantially modified its original interim regulations. Final regulations were approved by the Commission on November 3, 1997. They are now just 14 pages. The regulations establish threshold requirements for the amount of money that must be contributed to charity if an organization is to maintain its special privilege to conduct games in Virginia. Record keeping requirements have been established that allow the Commission to ferret out the criminal element that continues to prey on Virginia's games, while minimizing the regulatory burden.

Commission officials traveled throughout the Commonwealth to educate and listen to all involved in Virginia's charitable gambling industry.

Virginia's charitable gaming industry may at last be turning the corner by focusing on its original purpose. Charity is being returned to charitable gambling. Many organizations are making a more concerted effort to document the flow of money in their games and are making real progress in increasing the amount of money going to charity. The Commission will continue to work with Virginia's charities to continue these efforts.

The Commission is also committed to weeding out the hard core criminal element that continues to plague too many of Virginia's games. It is not surprising that a \$225 million, all cash industry, that historically required no records should have such an element. The problem is graver than most people realize, even those involved and interested in Virginia's industry. More progress is still needed.

A handwritten signature in dark ink, appearing to read 'Edward J. Fuhr', written in a cursive style.

Edward J. Fuhr

Commission Chairman

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CHARITABLE GAMING COMMISSION MEMBERS

The Commission is comprised of seven citizen members appointed by the Governor and approved by the General Assembly. Each member generally serves a four-year term, unless the appointment is to fill an unexpired term.

As of July 1, 1997, the Commission was comprised of the following members:

Chairman Edward J. Fuhr (Richmond)

Jennifer C. Byler (Virginia Beach)

Charles A. Theisen (Alexandria)

Nancy B. Pfeiffer (Cumberland)

Harold Slemp (Marion)

Michael R. Lincoln (McLean)

Dr. Thomas A. Wilkins (Reston)

Executive Secretary

Jerry W. Rowe

AGENCY HISTORY

The Virginia Charitable Gaming Commission was created by the 1995 session of the General Assembly as the result of recommendations by a Joint Subcommittee of the General Assembly. Senate Joint Resolution No. 195 (1993) which called for the creation of the Joint Subcommittee, identified specific concerns in Virginia's charitable gaming industry, including:

- ◆ unscrupulous bingo operators skimming proceeds
- ◆ bogus charities being used as fronts for illegal bingo operations

The Subcommittee, chaired by Senator Charles Colgan, studied charitable gaming in Virginia for two years before recommending to the General Assembly state control and statewide enforcement. In addition to significant issues dealt with by the Subcommittee, other concerns were identified:

- ◆ Money going to charitable organizations or causes was reported to average only 2-3% of an organization's gross proceeds. This was in contrast to a 12-13% national average.
- ◆ Virginia laws governing how charitable gambling proceeds must be spent were not uniformly enforced by local jurisdictions.

In Virginia, charitable games operated in well-regulated environments were consistently using a higher percentage of their gross receipts for charitable purposes.

On July 1, 1996, Virginia joined 37 other states that provide oversight of charitable gaming on a statewide basis. Since 1973, charitable gaming had been permitted in Virginia as an exception to the state's general prohibition against gambling. Legislation that created the Commission contained provisions that the agency be funded entirely by fees paid by organizations involved in charitable gaming and not by tax dollars.

ADMINISTRATION

Financial Statement – (July 1, 1996 – June 30, 1997)

Beginning balance	\$ (390,239)
<hr/>	
Revenues:	
Audit and permit fees	\$3,441,651
Other	52
Total revenues	3,441,703
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Expenses:	
Salaries and fringe benefits	\$ 824,459
Contractual services	297,343
Equipment	136,392
Other	80,518
Total expenses	1,338,712
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Operating balance	\$ 1,712,550
Loan Retirement	<u>\$1,100,000</u>
Ending Balance	<u>\$612,550</u>

Loan Retirement – \$1.1 Million

During its start-up period, the Charitable Gaming Commission operated with two treasury loans totaling \$1.1 million dollars. These loans were made necessary because initial audit and administration fees for regulating charitable gaming were not due until December 1, 1996. Both of these loans were retired by June 30, 1997.

Refunding \$1.1 Million Surplus

The mandated 2% audit and administration fee and operational efficiencies contributed to a surplus in revenue in Commission operations. In October 1997, the Commission voted to refund approximately \$1.1 million to approximately 450 organizations filing annual reports ending September 30, 1996. These surplus funds can be more appropriately utilized by charitable organizations in their communities.

1997 General Assembly Session

Governor Allen signed legislation passed by the 1997 session of the General Assembly. At the request of Governor Allen, significant changes were made to Virginia's charitable gaming statutes. Among the many changes were provisions to relieve smaller organizations of regulatory requirements. Organizations that gross less than \$25,000 annually from charitable gaming are now exempt from Commission regulation. The new law also streamlined financial reporting for larger organizations and allows the Commission greater flexibility in dealing with licensing and financial issues.

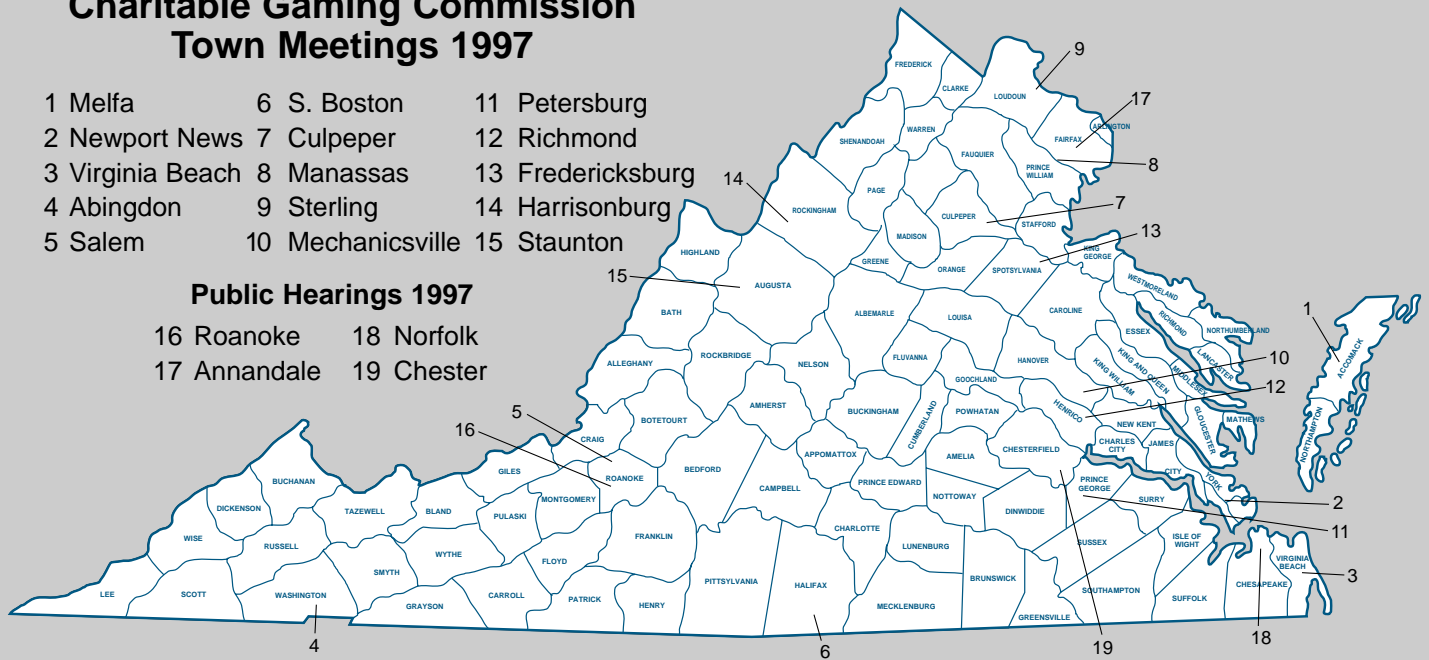
Commonwealth of Virginia

Charitable Gaming Commission Town Meetings 1997

- | | | |
|------------------|-------------------|-------------------|
| 1 Melfa | 6 S. Boston | 11 Petersburg |
| 2 Newport News | 7 Culpeper | 12 Richmond |
| 3 Virginia Beach | 8 Manassas | 13 Fredericksburg |
| 4 Abingdon | 9 Sterling | 14 Harrisonburg |
| 5 Salem | 10 Mechanicsville | 15 Staunton |

Public Hearings 1997

- | | |
|--------------|------------|
| 16 Roanoke | 18 Norfolk |
| 17 Annandale | 19 Chester |



Town Meetings and Public Hearings

In 1996-1997, the Commission held 44 town meetings throughout the state in an effort to educate charitable gaming operators about changes in the law as well as changes in Commission regulations. These town meetings were attended by approximately 1,500 persons, including charitable gaming operators, suppliers, members of the General Assembly and the media. The Commission also held four public hearings in an effort to solicit public input regarding the proposed permanent regulations scheduled to be effective January 1, 1998.

Newsletter- The Coverall

During the transition from local to statewide regulation, the Commission has been committed to keeping the charitable gaming public and operators informed. In September 1996, the first issue of *The Coverall*, was published. Current plans are to publish quarterly newsletters.

The newsletters have provided information relating to changes in the charitable gaming law and regulations; who and where to call with questions or concerns; schedules of upcoming public meetings and a question and answer forum. This format has proved useful as a means of promoting general knowledge and compliance with the charitable gaming statutes and regulations.

World Wide Web Site: <http://www.state.va.us/cgchome>

At its June 1997 meeting, the Commission announced its presence on the Internet with a world wide web site. The site currently features:

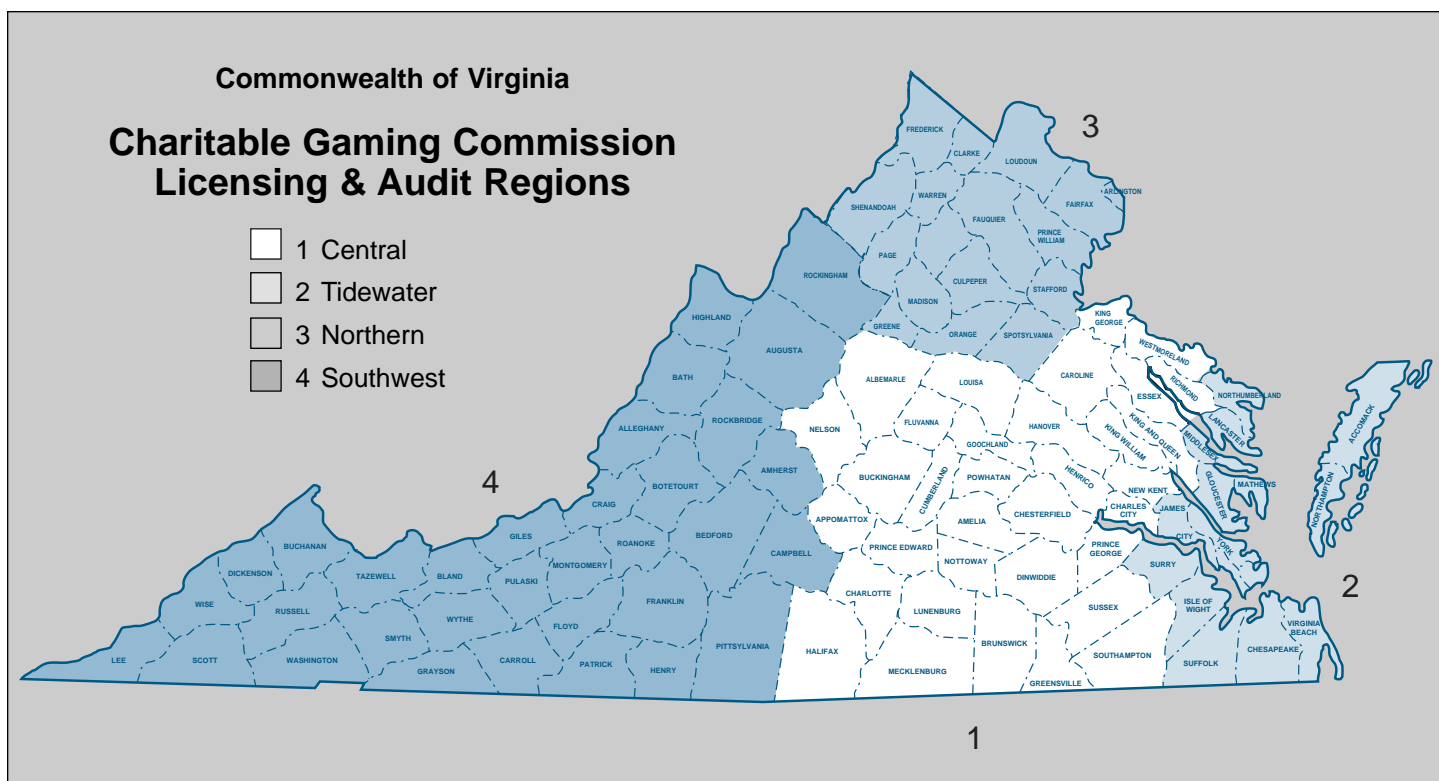
- ◆ answers to frequently asked questions;
- ◆ use of proceeds reported by organizations;
- ◆ a schedule of Commission meetings and events;
- ◆ links to the legislative information system for statutes and regulations

Complaints concerning charitable gaming operations in the Commonwealth can also be sent to the Commission's enforcement section via the web page. Future plans call for financial report and application forms to be available through the web site.

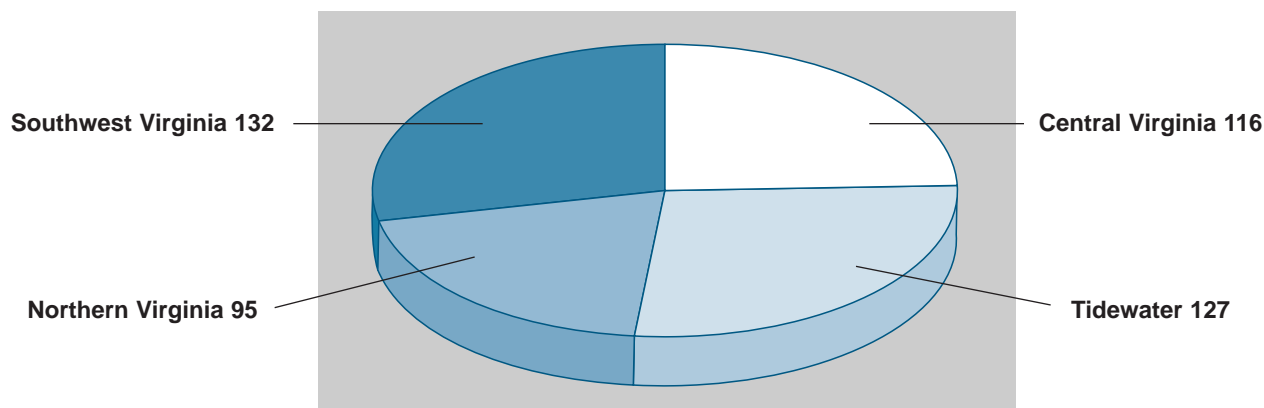
LICENSING

Licensing Regions

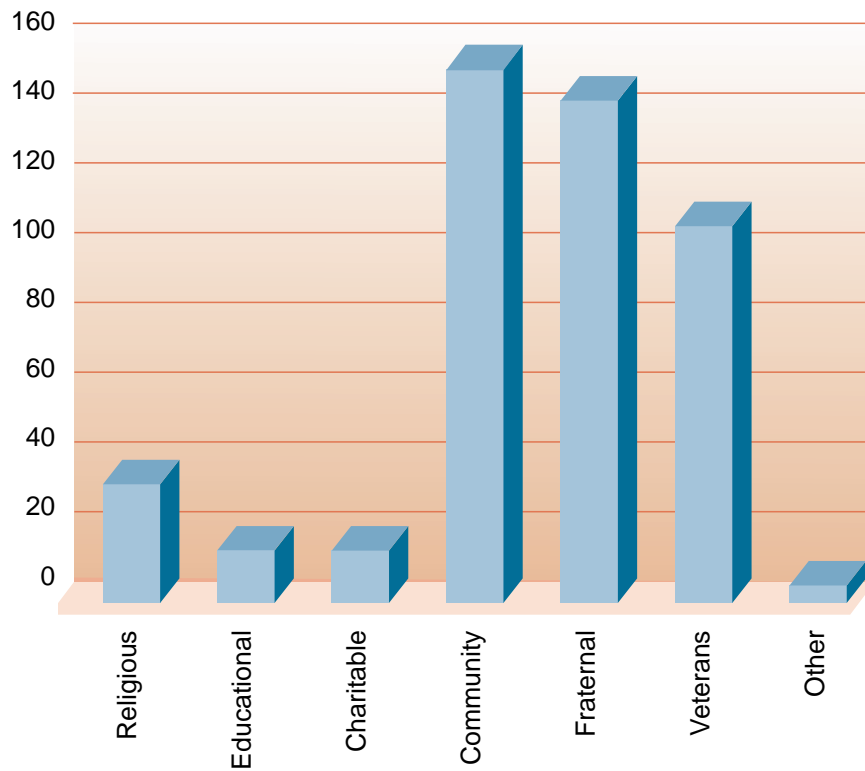
For licensing as well as financial reporting, the Commonwealth has been divided in four (4) geographic regions. Licensing and permit renewals have been staggered in an effort to efficiently manage staffing resources and maximize assistance to organizations. The map below depicts a regional breakdown of counties.



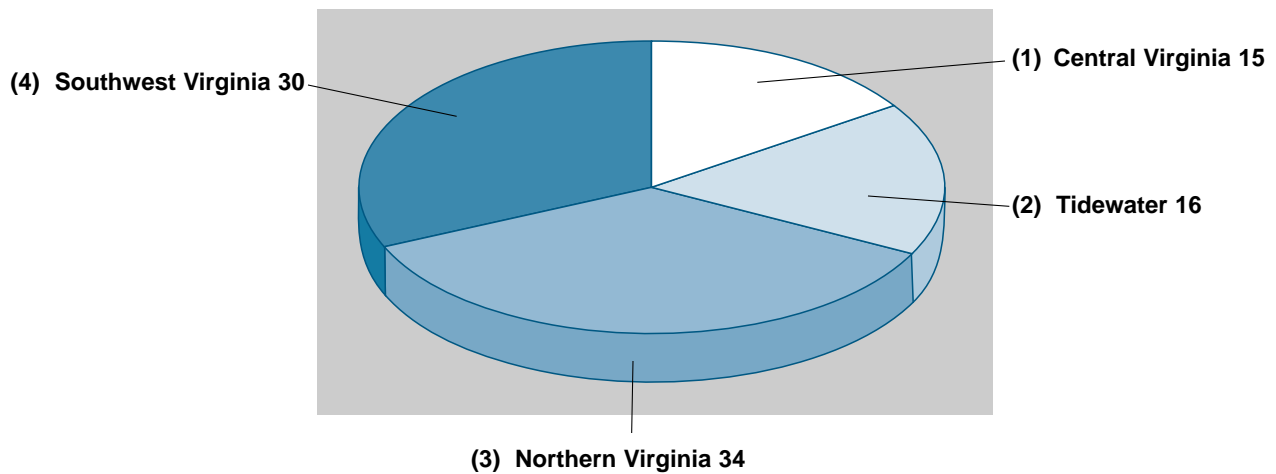
Charitable Gaming Permits Non-Exempt Organizations Annual Gross over \$25,000 (as of 10/1/97)



Charitable Gaming Permit Holders by Organization Type (as of 10/1/97)



Exempt Authorizations (Volunteer Fire/Rescue) Annual Gross over \$25,000 (as of 10/1/97)



AUDIT AND INSPECTION

Audit Activity

Commission auditors performed financial reviews of organizations conducting charitable gambling in the Commonwealth. Through September 30, 1997, 177 audits were initiated of financial reports for the period ending September 30, 1996.

The majority of reviews focused on how organizations used funds derived from gaming activities. The law requires proceeds be used for religious, educational, charitable or community purposes or for construction, maintenance or repair of an interest in real estate used for those same purposes.

These audits indicated that a number of organizations were improperly diverting gaming proceeds away from legitimate charitable purposes. For example, some organizations:

- ◆ Reported over \$7 million in gross proceeds but spent only \$426,000, 5.8%, for charitable purposes;
- ◆ Reported money was used to pay for health, life and cancer insurance for employees (\$79,218); loan an employee money to purchase a car (\$7,578); convention expenses (\$80,127); members parties (\$32,252); sports team expenses (\$59,996); and beer holders for tournament guests (\$500);
- ◆ Used \$69,615 to support bar and restaurant operations;
- ◆ Spent \$5,258 to purchase alcoholic beverages, party favors and other items related to the operation of a bar in a private social quarters;
- ◆ Spent \$22,199 to support member's only golf, darts and softball expenses;
- ◆ Spent \$1,185 for novelties given to bingo players, \$520 on a golf tournament and \$1,202 for an anniversary dance;
- ◆ Used only \$4,800 from a \$300,000 game (1.6%) to fund its charitable activities. The organization awarded almost \$272,000, or 91% of the gross, in prize money;
- ◆ Paid \$208,382 (84%) in prizes out of \$249,300 in gross proceeds and allocated \$1,500 (.06%) for their stated purpose of providing coaching and other support;
- ◆ Grossed \$223,887 from bingo games, paid out \$185,250 in prizes (83%) and reported \$0 as a use of proceeds; and
- ◆ Reported use of proceeds of \$4,323 (0.4%) for a game grossing almost \$1,100,000. \$873,000 (80%) was used to pay prizes;

Inspection Activity

Activity by Region	
Region	10/1/96 to 9/30/97
(1) Central	54
(2) Tidewater	132
(3) Northern	136
(4) Southwest	68
Total	390

ENFORCEMENT

The Commission's enforcement unit is staffed by criminal investigators with extensive experience in the investigation of gambling and financial crimes. Investigative priorities are reflective of the Commission's objective to maintain a charitable gaming environment free of corrupt, dishonest or unprincipled practices.

Million Dollar Bingo Fraud Case - Second Largest in Virginia

One yearlong investigation in Chesapeake identified serious problems related to charitable gambling operations and losses to organizations. The gaming manager of an organization was convicted of conducting an illegal gambling operation and winning by cheating. Trial evidence indicated the game manager illegally used the group's funds to purchase instant bingo tickets "off the books." The profits from the unrecorded sales were then allegedly split between the game manager and his "volunteer" workers.

This scheme was made possible with the unlawful aid and assistance of the supplier of the gaming products. Both the vice president and a local sales representative of a Baltimore-based supplier were convicted of falsifying gaming invoices. The investigation also revealed the game manager had been cheating players by providing winning numbers of certain games to a "house player" in advance. Felony and misdemeanor convictions were obtained against four individuals.

In sentencing one of those involved, a Chesapeake circuit court judge said the case demonstrated the need to clean up criminal elements that often plague bingo games. He indicated there was ample opportunity to steal and skim and the public needed to know that when they go to play bingo, that it is actually to benefit charitable organizations.

The principle defendant received a five year prison term, with four years suspended, for a felony gambling charge. In addition, he was fined \$25,000, with \$15,000 suspended, on a winning by cheating charge. Others convicted in the same case were also fined. A gaming supplier was also ordered to make restitution of \$24,000 to the organization for his involvement.

COMPLAINTS

On July 1, 1996 the Commission began receiving complaints from citizens as well as other law enforcement agencies about various types of illegal activities.

Enforcement Complaints	
Nature of Complaint	Through 9/30/97
Embezzlement	60
Cheating	75
Landlords/Excessive Rent	17
Illegal Gambling/Gambling Devices	18
Paid Workers	7
Supplier Violations	6
Other Criminal	13
Unlicensed Gambling	49
Regulatory/Administrative	168
TOTALS	413

Note 1: Regulatory/administrative complaints generally include issues related to qualifications, frequency of games, underage players and gaming equipment.

Note 2: Multiple allegations made at the same time against a single organization are classified by the most serious only. Therefore, the frequency of less serious complaints may be higher.

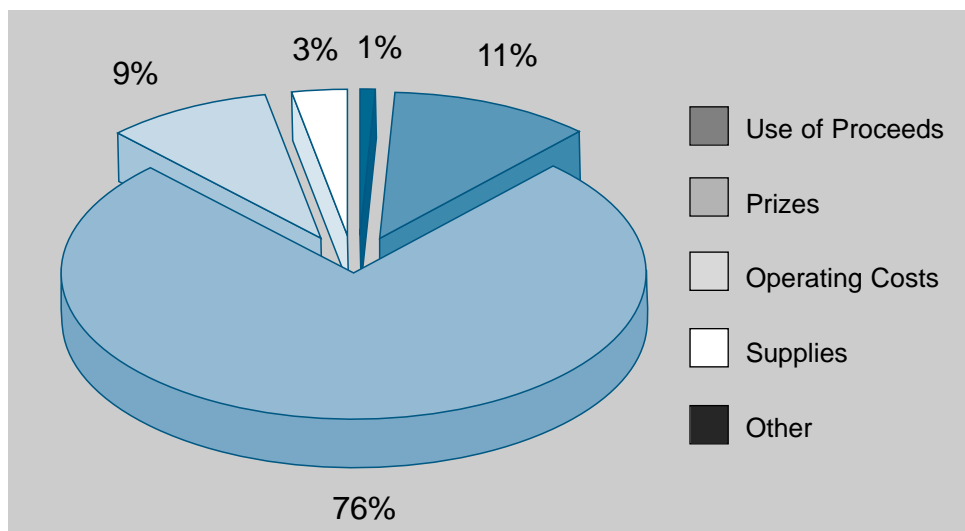
Complaint Activity on a Regional Basis Percentage of Total Complaints	
Region	%
(1) Central	14%
(2) Tidewater	45%
(3) Northern	17%
(4) Southwest	24%

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STATISTICAL ANALYSIS OF FINANCIAL REPORT DATA

(Source: Unaudited financial reports October 1, 1995 - September 30, 1996)

Virginia's "Charitable Gaming Dollar" 1996 Disbursements



Gross Proceeds Non-Exempt Organizations > \$25,000 annually

Use of Proceeds	\$22,721,861
Prizes	\$158,566,637
Operating Costs (Rent, Fees, Equipment)	\$18,993,902
Supplies	\$6,102,483
Other (Increase in Bank Balances)	\$1,894,390
Total	\$208,279,273

(Source: Unaudited financial reports October 1, 1995 - September 30, 1996)

**Gross Statewide Revenue / Use of Proceeds by Organization Type
Non-Exempt Organizations > \$25,000 annually**

Organization Type & Number	Self Reported Gross 1996	Self Reported Use of Proceeds	Use of Proceeds %
Charitable (10)	\$4,354,463	\$533,668	12.3%
Community (143)	\$66,034,140	\$6,624,949	10.0%
Educational (14)	\$4,278,951	\$469,331	10.9%
Fraternal (143)	\$80,829,482	\$8,203,408	10.1%
Religious (35)	\$14,842,676	\$2,271,762	15.3%
Veterans (95)	\$32,524,801	\$3,717,274	11.4%
Other (10)	\$5,414,760	\$901,469	16.6%
TOTAL (450)	\$208,279,273	\$22,721,861	10.9%

**Gross Statewide Revenue / Use of Proceeds by Region
Non-Exempt Organizations > \$25,000 annually**

Region	# Reporting	Gross Receipts	Use of Proceeds	Proceeds %
(1) Central	109	\$38,625,318	\$6,162,907	15.9%
(2) Tidewater	125	\$67,944,158	\$5,569,879	8.2%
(3) Northern	105	\$62,321,122	\$7,250,464	11.6%
(4) Southwest	111	\$39,388,675	\$3,738,611	9.5%
TOTAL	450	\$208,279,273	\$22,721,861	10.9%

**Gross Statewide Revenue
Exempt Organizations (Volunteer Fire/Rescue) > \$25,000 annually**

(Note: Volunteer Fire/Rescue Organizations are exempt from filing complete financial reports)

Region	Gross Receipts
(1) Central	\$2,782,898
(2) Tidewater	\$1,338,512
(3) Northern	\$16,579,777
(4) Southwest	\$4,167,811
TOTAL	\$24,868,998

1997 Gross Statewide Revenue Non-Exempt Organizations > \$25,000 annually

(Source: Unaudited quarterly financial reports October 1, 1996 - June 30, 1997)

Region	#	Qtr. Ending 12/31/96	#	Qtr. Ending 3/31/97	#	Qtr. Ending 6/30/97	Gross Receipts
(1) Central	(71)	\$9,000,036	(72)	\$9,827,304	(69)	\$9,682,352	\$28,509,692
(2) Tidewater	(98)	\$21,505,193	(94)	\$19,404,463	(90)	\$18,336,833	\$59,246,489
(3) Northern	(78)	\$15,907,148	(81)	\$16,855,074	(85)	\$17,968,672	\$50,730,894
(4) Southwest	(82)	\$9,784,453	(85)	\$10,645,397	(81)	\$11,691,619	\$32,121,469
Total	(329)	\$56,196,830	(332)	\$56,732,238	(325)	\$57,679,476	\$170,608,544
Use of Proceeds		\$5,020,419		\$5,297,359		N/A	N/A
Proceeds % of Gross		8.9%		9.0%			

NOTE: Expenditure detail not required on quarterly reports beginning 3rd quarter 1997

Virginia's Largest 20 Organizations (Ranked by reported Gross Receipts)

Organization	Locality	Region	Self Reported Gross 1996	Use of Proceeds %
Fraternal Order of Eagles 824	Winchester	3	\$7,415,752	5.8%
Loyal Order of Moose 1283	Winchester	3	\$3,475,781	6.2%
Loyal Order of Moose 829	Front Royal	3	\$2,643,798	5.3%
Old Dominion Aquatic Club	Chesapeake	2	\$2,117,640	10.9%
Boys Club of Annandale	Annandale	3	\$2,062,276	23.2%
Atlantic Coast Club, Inc.	Portsmouth	2	\$2,042,559	9.9%
Loyal Order of Moose 1315	Bailey's Crossroads	3	\$1,994,685	3.5%
American Legion Post 21	Winchester	3	\$1,745,573	5.5%
Fraternal Order of Police 8	Virginia Beach	2	\$1,737,489	9.0%
Gymstrada Parents Association	Virginia Beach	2	\$1,736,142	4.4%
Argona Pembroke Little League	Virginia Beach	2	\$1,661,090	6.6%
Loyal Order of Moose 403	Strasburg	4	\$1,648,000	3.5%
VFW Post 632	Harrisonburg	4	\$1,593,815	6.7%
Elks Lodge 867	Winchester	3	\$1,591,220	2.8%
Tidewater Humane Society	Virginia Beach	2	\$1,528,295	16.9%
Loyal Order of Moose 1727	Lynchburg	4	\$1,489,369	3.6%
Greenbriar Athletic Association	Portsmouth	2	\$1,456,553	6.9%
American Red Cross - Portsmouth/W.Chesapeake	Portsmouth	2	\$1,454,011	16.0%
Animal Assistance League of Virginia, Inc.	Chesapeake	2	\$1,450,333	11.5%
Mount Vernon K of C Club	Alexandria	3	\$1,432,273	17.5%

Virginia's Largest 20 Organizations

(Ranked by reported Use of Proceeds Percentage)

Organization	Locality	Region	Self Reported Gross 1996	Use of Proceeds %
* Hospice of Northern Virginia	Falls Church	3	\$34,650	96.8%
* Judges Athletic Association	Winchester	3	\$47,255	75.2%
* Fraternal Order of Eagles 871	Alexandria	3	\$62,148	73.0%
* Foundation for Physical Therapy	Alexandria	3	\$223,250	70.8%
Church of the Good Shephard	South Hill	1	\$522,177	66.6%
* Germanna Community College Educ. Foundation	Locust Grove	1	\$54,803	66.6%
* Young Men's Christian Association	Danville	4	\$51,040	63.9%
Northern Virginia 4-H Education Center, Inc.	Front Royal	3	\$32,803	63.4%
VFW Post 993	Portsmouth	2	\$35,826	59.7%
* Winchester-Frederick Co. Chamber of Commerce	Winchester	3	\$37,912	59.4%
* Richmond Strikers Soccer Club	Richmond	1	\$27,710	59.2%
* Virginia Symphony League	Norfolk	2	\$105,464	58.4%
* Children's Miracle Network	Richmond	1	\$48,100	56.4%
* VFW Post 1860	Front Royal	3	\$171,889	54.4%
* Amvets Post 40	Roanoke	4	\$16,743	49.7%
Loyal Order of Moose 968	Farmville	1	\$191,913	47.3%
* Elks Lodge 38	Norfolk	2	\$28,876	46.9%
* Kiwanis Foundation of Manassas	Manassas	3	\$30,197	46.6%
Rapahannock Civic Club	Topping	1	\$233,710	45.9%
* Blacksburg High School Athletic Boosters	Blacksburg	4	\$30,040	45.3%

* Denotes raffle only events

Virginia's Lowest 20 Organizations

(Ranked by Use of Proceeds Percentage)

Organization	Locality	Region	Use of Proceeds %	Self Reported Gross 1996
Ruritan Club of East Carters Valley	Gate City	4	0%	\$428,162
American Legion Post 2	Petersburg	1	0%	\$298,873
Marshall Community League	Marshall	3	0%	\$270,659
Girl Scout Council of Colonial Coast	Chesapeake	2	0%	\$223,871
Lynchburg Area Detachment, Marine Corps League	Lynchburg	4	0%	\$210,605
Knights Booster Club	Roanoke	4	0%	\$204,057
Knights of Columbus 562	Roanoke	4	0%	\$199,202
Peninsula SPCA	Newport News	2	0%	\$152,405
Peninsula Institute for Community Health	Newport News	2	0%	\$149,144
Fraternal Order of Eagles 3739	Bassett	4	0%	\$113,401
Virginia Museum of Fine Arts Foundation	Richmond	1	0%	\$82,437
Fraternal Order of Eagles 8211	Richmond	1	0%	\$80,049
American Red Cross - Roanoke Valley	Roanoke	4	0%	\$68,641
Fairhaven Citizens Association	Alexandria	3	0%	\$67,943
Potomac School	McLean	3	0%	\$58,200
Big Brothers & Big Sisters Services, Inc.	Richmond	1	0%	\$57,186
Disabled American Veterans	Roanoke	4	0%	\$36,411
Humane Society of Amherst County	Amherst	4	0%	\$34,771
American Legion Post 189	Woodstock	3	0%	\$31,180
American Legion Posts 6 & 111	Rocky Mount	4	0%	\$30,154

Region 1 (Central) Top 10 Use of Proceeds Percentage

Organization	Locality	Self Reported Gross 1996	Use of Proceeds %
Church of the Good Shephard	South Hill	\$522,177	66.6%
Germanna Community College Educ. Found.	Locust Grove	\$54,803	66.6%
Richmond Strikers Soccer Club	Richmond	\$26,710	59.6%
Children's Miracle Network	Richmond	\$48,100	56.4%
Loyal Order of Moose 968	Farmville	\$191,914	47.3%
Rappahannock Civic Club	Topping	\$233,710	46.0%
Richmond Area Speleological Society	Richmond	\$568,083	39.8%
Midlothian Rotary Club, Inc.	Midlothian	\$90,362	38.7%
Cave Conservancy of the Virginias	Richmond	\$591,546	38.1%
Rotary Club of South Richmond	Richmond	\$44,341	37.6%

Region 2 (Tidewater) Top 10 Use of Proceeds Percentage

Organization	Locality	Self Reported Gross 1996	Use of Proceeds %
VFW Post 993	Portsmouth	\$35,826	59.7%
Virginia Symphony League	Norfolk	\$105,464	58.4%
Elks Lodge 38	Norfolk	\$28,877	46.9%
Loyal Order of Moose 683	Exmore	\$208,924	35.3%
Kiwanis Club of Lynnhaven	Virginia Beach	\$68,849	34.2%
Order of AHEPHA 241	Newport News	\$869,020	26.1%
Fraternal Order of Eagles 3204	Virginia Beach	\$48,440	24.2%
American Legion Post 25	Newport News	\$191,203	23.2%
York DARE Association	Yorktown	\$402,670	20.3%
Glenwood Park Civic Club, Inc.	Norfolk	\$41,942	20.0%

Region 3 (Northern) Top 10 Use of Proceeds Percentage

Organization	Locality	Self Reported Gross 1996	Use of Proceeds %
Hospice of Northern Virginia	Falls Church	\$34,650	96.8%
Judges Athletic Association	Winchester	\$47,255	75.2%
Fraternal Order of Eagles 871	Alexandria	\$62,148	73.1%
Foundation for Physical Therapy	Alexandria	\$223,250	70.8%
Northern Virginia 4-H Education Center, Inc.	Front Royal	\$32,803	63.4%
Winchester-Frederick Co. Chamber of Comm.	Winchester	\$37,912	59.4%
VFW Post 1860	Front Royal	\$171,889	54.4%
Kiwanis Foundation of Manassas	Manassas	\$30,198	46.6%
American Legion Post 364 Auxiliary	Woodbridge	\$50,816	34.6%
Knights of Pythias 22	Fredericksburg	\$685,708	33.3%

Region 4 (Southwest) Top 10 Use of Proceeds Percentage

Organization	Locality	Self Reported Gross 1996	Use of Proceeds %
Young Men's Christian Association	Danville	\$51,040	63.8%
Blacksburg High School Athletic Boosters	Blacksburg	\$30,040	45.3%
Rotary Club of Rockingham County	Harrisonburg	\$30,045	36.6%
VFW Post 6000	Narrows	\$123,997	34.1%
Pulaski County Humane Society	Dublin	\$392,670	33.5%
American Legion Post 293	Purcellville	\$83,713	28.1%
Staunton River High School Football Boosters	Moneta	\$110,423	23.7%
American Legion Post 185	Jonesville	\$70,153	22.1%
VFW Post 5311	Christiansburg	\$73,641	21.9%
Loyal Order of Moose 715	Lynchburg	\$929,433	20.9%

Virginia Charitable Gaming Commission

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